

**DOWNTOWN OSHAWA BOARD OF MANAGEMENT**  
**INCOME STATEMENT - SEPTEMBER 30 2019**

	<b>(Unaudited)</b>				
	SEP. 1 - 30		JAN - SEP		JAN. - SEP
	ACTUAL		ACTUAL		PERCENT
					FOR YEAR
<b>REVENUE:</b>					
City of Oshawa Tax Levy	\$ 16,225.61		\$ 162,323.21		65%
Summer Student Subsidy	0.00		0.00		0%
Miscellaneous / Grants	0.00		0.00		0%
Reserve					0%
	16,225.61		162,323.21		55%
<b>DISBURSEMENTS:</b>					
<b>ADMINISTRATION</b>					
Salaries And Benefits	10,395.57		81,707.32		89%
Stationery/Supplies/Photocopies	562.52		3,248.58		81%
Postage	380.95		876.34		88%
Telephone/Fax/Internet	42.60		406.50		16%
Miscellaneous	153.59		893.90		179%
Network	0.00		101.44		10%
Legal (events Trademark)	0.00		0.00		0%
Rent and Occupancy Costs	800.72		7,054.32		74%
Office/Computer Equipment	0.00		1,769.00		118%
Professional Fees	228.24		3,975.04		99%
Insurance	0.00		1,907.28		95%
Training/Education/Travel	482.63		6,651.67		333%
Memberships	0.00		449.57		22%
Board Meeting Expense	179.95		1,169.03		117%
	13,226.77		110,209.99		89%
<b>PROMOTION</b>					
Mixed Media Campaign	4,524.93		7,104.55		23%
Newsletter	0.00		18.26		0%
Annual General Meeting	0.00		0.00		0%
Website	200.00		1,648.28		82%
Town Hall Meetings	0.00		325.00		65%
Membership Engagement	0.00		0.00		0%
Banners- Installation/Removal/Mainten.	(3,305.25)		5,585.20		140%
New Banners	(6,248.90)		(639.27)		-15%
Misc. Advertising/Marketing	973.71		9,557.05		239%
Economic Development	450.00		13,599.78		136%
	(3,405.51)		37,198.85		64%
<b>EVENTS</b>					
Summer Sidewalk Sale	0.00		0.00		0%
Show and Shine	12.17		2,051.95		103%
Christmas Promotion	0.00		0.00		0%
New Events	(3,247.15)		11,691.66		234%
UOIT/DC Reception	0.00		2,226.29		111%
Kars on King	(412.95)		11,627.15		116%
Communities with Brooms	0.00		125.00		63%
Volunteers	(667.99)		791.22		79%
Bikes on Bond	(199.27)		1,437.01		21%
Wine Festival	18.67		2,408.93		40%
	(4,496.52)		32,359.21		95%
<b>PHYSICAL IMPROVEMENTS</b>					
Graffiti Removal	4,562.98		5,295.78		106%
Winter Greenery	8,539.11		8,539.11		34%
Holiday Lighting - Install/Removal	0.00		0.00		0%
Christmas Lights/maintenance	0.00		0.00		0%
Streetscape	2,100.00		3,259.34		8%
	15,202.09		17,094.23		21%
<b>Total Disbursements</b>	20,526.83		196,862.28		67%
<b>Surplus (Deficiency) for the period</b>	\$ (4,301.22)		(34,539.07)		\$ 0.00
<b>Accum. Reserve, beg. of year</b>			112,739.15		
<b>Accum. Reserve, end of period</b>			\$ 78,200.08		

DOWNTOWN OSHAWA BOARD OF MANAGEMENT					
BALANCE SHEET					
SEPTEMBER 30, 2019					
ASSETS					
<b>CURRENT ASSETS</b>					
Bank				\$	89,264.06
Petty Cash					70.48
Accounts Receivable					2,070.89
GST Recoverable					4,518.81
HST Recoverable					7,230.10
Prepaid Expenses					785.51
				\$	103,939.85
<b>LIABILITIES &amp; EQUITY</b>					
<b>LIABILITIES</b>					
Accounts Payable & Accruals				\$	21,056.23
TD Visa					3,926.50
Employee Deductions Payable					3,564.04
Deferred Revenue					-
					28,546.77
<b>EQUITY</b>					
Opening Reserve					112,739.15
Invested in Capital Assets					(2,807.00)
Current Earnings					(34,539.07)
					75,393.08
				\$	103,939.85

<b>DOWNTOWN OSHAWA BOARD OF MANAGEMENT</b>					
<b>NOTES TO FINANCIAL REPORTS</b>					
<b>SEPTEMBER 30, 2019</b>					
<b>EVENTS</b>		<b>REVENUE</b>	<b>EXPENSES</b>	<b>NET</b>	<b>BUDGET</b>
<b><u>Kars on King</u></b>					
Revenue	Sponsorships	800.00			
	Vendors	200.00			
Expenses	- equipment rental		1,278.14		
	- website		13.19		
	- police services		4,217.88		
	- Drone - aerial videography		280.00		
	- facility rental		480.00		
	- volunteers		107.05		
	- advertising		1,835.41		
	- t-shirt sales		(600.00)		
	- entertainment		5,015.48		
		1,000.00	12,627.15	11,627.15	13,000.00
<b><u>Media Campaign</u></b>					
Revenue	Let's Eat ads	-			
Expenses	- SNAPd Oshawa		2,956.37		
	- Billboards/Bus Murals		1,521.60		
	- Marketing Salary		6,300.00		
	- Printing		(2,717.25)		
	- Ontario Mapping Company		1,014.40		
	- S-T photography		1,912.88		
		-	10,988.00	10,988.00	35,000.00
<b><u>Show &amp; Shine</u></b>					
Revenue	Sponsorship	-			
	Donations	-			
Expenses	- John Howard Society		-		
	- Sound System		405.75		
	- Gift Certificates		50.00		
	- John's Music		600.00		
	- Miscellaneous		325.75		
	- Posters/Ads		670.45		
		-	2,051.95	2,051.95	2,000.00
<b><u>Bikes on Bond</u></b>					
Revenue	Sponsorship	(500.00)			
	Vendors	(1,525.00)			
	Sales	-			
Expenses	- Equipment rental		852.10		
	- Entertainment		1,200.00		
	- Police services		1,577.60		
	- Website		20.28		
	- Volunteers		104.20		
	- Facility rental		384.00		
	- T-shirt sales		(1,014.40)		
	- Miscellaneous		338.23		
		(2,025.00)	3,462.01	1,437.01	7,900.00
<b><u>Communities With Brooms</u></b>					
	- music	-	125.00	125.00	200.00
<b><u>Wine Tasting Festival</u></b>					
	- Revenue - sponsors	-			
	- tickets	(5,370.31)			
	- Expenses				
	- Consultant		1,500.00		
	- booklets and flyers		1,153.80		
	- insurance		1,803.60		
	- cash float		(40.00)		
	- miscellaneous		(75.00)		

	- advertising		168.67		
	- photography		120.00		
	- food		515.25		
	- wine participants		1,000.00		
	- volunteers		47.66		
	- wine glasses (net of refund)		1,284.58		
	- LCBO application fees & license		300.68		
		(5,370.31)	7,779.24	2,408.93	6,000.00
<b>New Events</b>					
	<b>Bright and Merry</b>				
		(2,400.00)	8,018.07	5,618.07	
	<b>Generals Street Fest</b>				
Revenue	- sponsors	-			
	- tickets	-			
	- vendors	(1,600.00)			
Expenses	- Entertainment		3,408.19		
	-				
		(1,600.00)	3,408.19	1,808.19	
	<b>Butter Tart Festival</b>				
Revenue	Sponsorships	-			
	Vendors	(1,850.00)			
	Food Trucks	-			
Expenses	- advertising		337.50		
	-		-		
		(1,850.00)	337.50	- 1,512.50	
	<b>Family Day Event</b>				
	<b>Summer Fest</b>				
Revenue	Sponsorships	(2,400.00)			
	Ticket Sales	(3,426.10)			
	Vendors	(4,025.00)			
	Celebrate Grant	(2,546.00)			
	Food Trucks	(200.00)			
Expenses	- facility rental		1,243.43		
	- entertainment		3,022.32		
	- Kids Zone		1,014.41		
	- Equipment rental		1,559.13		
	- Advertising		5,412.04		
	- cash float		550.00		
	- Insurance		901.80		
	- security		688.20		
	- food		891.99		
	- beer		2,761.68		
	- photography		330.00		
		(12,597.10)	18,375.00	5,777.90	
	<b>TOTAL NEW EVENTS</b>			11,691.66	10,000.00